



**Company:** ABF Freight

**Positions:** Account Managers

**Locations:** Anaheim, Oakland, San Bernardino, San Fernando, San Jose

**Schedule:** Full-time

**Compensation:** Roughly \$60k-\$70K/year

**Duties and Responsibilities:**

- Employ designed questioning techniques to develop new active account business as well as to grow your assigned existing account base.
- Maintain expert knowledge of and continually train on all supply chain services ABF offers both domestically and internationally.
- Develop comprehensive understanding of customer's business model and their unique challenges to growth within their own marketplace.
- Prospect for new business through research. Identify and transform those challenges into opportunities and apply one of ABF's vast array of solutions.
- Sell to all size companies such as manufacturers, distributors and big box retail vendors, and to all levels within an organization.

**Qualifications:**

- A BA or BS in Business, Marketing, and/or Supply Chain Management is preferred, but a well-managed and successful sales career will be considered as well.
- Prior C-Level presentation experience, financial acumen, and strong organizational skills are preferred.
- Solid communication and presentation skills are a must.
- One should be professional, courteous and have a customer-focused attitude.
- We are searching for someone with the ability to lead the sales process from uncovering a customer's needs, to successful account development.

**Benefits of being on our team:**

- Attractive salary plus incentive plan.
- Professional training.
- Excellent benefits-Medical, Dental, Vision, 401k.
- Cell phone and car allowance.
- Expense account.
- Paid holidays and vacation.

**If you would like to apply to this position, please contact your Applicant Coordinator at:**

**Last name begins with A-K: 916-854-3881**

**Last name begins with L-Z: 916-854-3882**